

Message Text

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ACTION EUR-06

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R 120721Z MAR 74

FM AMCONSUL FRANKFURT

TO SECSTATE WASHDC 6682

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INFO AMEMBASSY BONN

UNCLAS FRANKFURT 1539

E.O. 11652: N/A

TAGS: BEXP, GW

SUBJECT: WTDR-AICON GMBN

REF: USDOC 2458

1. ADDRESS: POSTFACH 62, AM SCHINDBERG, 6094 BISCHOFSCHEIM,
NEAR RUESSELSHEIM, WEST GERMANY, CABLE: NONE, TELEX:
04-15778, PHONE: 06144-8071, OFFICERS: CARL DERSTROFF,
HANS, J DERSTROFF, MANAGERS/PARTNERS.

2. THE FIRM WAS ESTABLISHED IN 1948 BY CARL DERSTROFF IN
MAINZ FOR IMPORT, DISTRIBUTION AND EXPORT OF REFRIGERATION
AND AIRCONDITIONING EQUIPMENT AND RELATED COMPONENTS.
IT MOVED IN 1972 TO THE ABOVE ADDRESS. THE FIRM HAS DEVELOPED
FAVORABLY. BUSINESS INCLUDES INSTALLATION AND SERVICE OF
THE EQUIPMENT. IT PRESENTLY EMPLOYS 90. SALES AREA
IS WEST GERMANY, EEC, EFTA, OTHER EUROPEAN COUNTRIES
AND NEAR EAST. A SUBSIDIARY "AIRCONEX SARL" IS LOCATED IN
STRASBOURG, FRANCE.

3. FINANCIAL REF: DEUTSCHE BANK AG, MAINZ,
TRADE REF: CARRIER INTERNATIONAL, CARRIER BLDG.
SYRACUSE, NY 13211.

4. FOREIGN FIRMS REPRESENTED: TYLER-CLARK, NILES, MICH,
(DISPLAY CASES, 1956), CARRIER INTERNATIONAL SYRACUSE, NY.
(AIRCONDITIONING AND REFRIGERATION, INCL. TRUCK REFRIGER-
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ATROS, 1959), AC MANUFACTURING, CHERRY HILL, NY (PROCESS

COOLING EQUIPMENT, 1972).

5. THE FIRM IS REGISTERED AS A CORPORATION ON SHARES WITH ANOMINAL CAPITAL OF DM 75,000, HELD BY CARL DERSTROFF, HIS SON HANS J AND OTHER FAMILY MEMBERS. THE FIRM AND TIS OWNERS HAVE A GOOD REPUTATION AND THE FINANCIAL SITUATION APPEARS TO BE ORDERLY. THE CORPORATION OWNS NO REAL ESTATE. THE BUSINESS ADDRESS IS OWNED BY CARL DERSTROFF. ABOUT DM 600,000 ARE INVESTED IN THE INVENTORY. ANNUAL SALES VOLUME IS GIVEN BY THE FIRM AT DM 10 MILLION. PAYMENTS ARE MADE PROMPTLY. RECOMMENDED AS A GOOD BUSINESS CONTACT FOR US FIRMS.

6. INFO 03/74. PREAPRED BY P BARTOLSIC AND APPROVED BY A L VELER.HARLAN

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